



# GUAM HOTEL & RESTAURANT ASSOCIATION

## SUMMARY STATISTICAL REPORT MAY 2018 (released)

Number of Hotels in GHRA 26  
Number of Existing Hotel Rooms 8,399

Number of Rooms under Construction 118  
Capacity in Room Nights 125,178  
Room-Employee Ratio: 1.15(Room to 1 Employee)  
Rev Par 2018 \$ 118.77  
Rev Par 2017 \$ 111.55

	2017 YTD	2018 YTD	YTD CHANGE	May-17	May-18	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				16	9	-7
Room Nights Available for Sale	917,142	692,912	-24%	181,784	125,178	-31%
Room Nights Sold	746,544	536,017	-28%	131,391	91,487	-30%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	50%	42%	(8pts)	27%	26%	(1pt)
Mean Average	78%	73%	(4pts)	69%	68%	(1pt)
Weighted Average	81%	77%	(4pts)	72%	73%	1pt
High Average	93%	90%	(3pts)	94%	97%	3pts
<b>HOTEL ROOM RATES</b>						
Low Average	\$ 57.00	\$ 77.00	35%	\$ 57.00	\$ 84.00	47%
Mean Average	\$ 154.00	\$ 157.00	2%	\$ 140.00	\$ 150.00	7%
Weighted Average	\$ 170.00	\$ 175.00	3%	\$ 154.00	\$ 163.00	6%
High Average	\$ 227.00	\$ 236.00	4%	\$ 218.00	\$ 231.00	6%
<b>GROSS RECEIPTS TAX PAID</b>	\$ 8,496,189.00	\$ 7,052,983.00	-17%	\$ 1,331,230.00	\$ 1,103,364.00	-17%
<b>ROOM OCCUPANCY TAX PAID</b>	\$ 12,505,077.00	\$ 9,270,169.00	-26%	\$ 2,032,681.00	\$ 1,494,935.00	-26%
<b>PAX ARRIVAL COUNT - JGTA</b>	279,751	226,494	-19%	47,140	36,575	-22%
<b>PAX ARRIVAL COUNT - KOREA</b>	264,005	304,101	15%	51,576	60,516	17%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	16,916	11,377	-33%	3,395	1,736	-49%
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	11,124	8,456	-24%	1,638	1,098	-33%
<b>PAX ARRIVAL COUNT - RUSSIA</b>	1,430	2,009	40%	175	234	34%
<b>GVB TOTAL ARRIVAL COUNT</b>	651,606	631,531	-3%	118,853	113,995	-4%

**ANALYSIS:** The month of May reflected a 31% decrease in the number of room nights available for sale and a 30% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went up 1 point at 73%. The Weighted Average Room Rate increased 6% at \$163. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 4% in total arrivals for the month of May. JGTA reflected a negative 22% while the Korean Market increased 17% and the Taiwan market showing a decrease to 49% compared to 2017. The mainland China market dropped 33% while the Russia market showed an increase of 34% for the month of May, compared to the same period in 2017.

**Weighted Average Occupancy** = Sum of Room Nights Sold divided by total number of Room Nights Available for sale by reporting hotels.

**Weighted Average Room Rate** = Sum of all Room Sales divided by sum of all Room Nights Sold by Reporting Hotels.

**Room Employee Ratio** = (Hotel Rooms/Total Number of Employees from Reporting Hotels).

\* As of release date, 17 hotels have not reported information to the Guam Hotel & Restaurant Association.